RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

February 27, 1997

RJR Account #194040
Ms. R. Fairbanks
FINKLE DIST., INC.

APRIL DORAL B2GF LIGHTER / PROMOTION #700050

Dear Ruth:

Regular *DORAL* product has been ordered (see quantities listed below), as well as 251 SKUs of Doral Lighters (Item #521573) to pack and ship the above promotion to your participating retail accounts. ***(Enough product has been ordered to pack 240 Displays; utilize on-hand product to pack additional 11 Displays.)*** All additional pertinent promotional information is listed below:

UPC #	DORAL STYLE	#/ (12M) Cases
12300-16612	*FF King*	4
12300-15312	*FF 100*	4
12300-15112	*Light King*	4
12300-15212	*Light 100*	4

Product / Premium Arrival:	March 24, 1997
Ship Date to Retail:	Week of: March 31, 1997
Lighters: (Item #521573)	
SKU CUBE:	1.1490
SKU WT (w/o Product):	4.1900 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$8,416.17
Non-EFT $ Amount:	$N/A

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Source: https://www.industrydocuments.ucsf.edu/docs/klym0000

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Lighter sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. *One (1) Carton each: Doral FF Kg / FF 100 / Lt Kg / Lt 100/ Lt Box*. Consumer purchases two (2) packs of Doral a free Doral Lighter.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$469.00 (16 3/4 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Westenberger / 162303

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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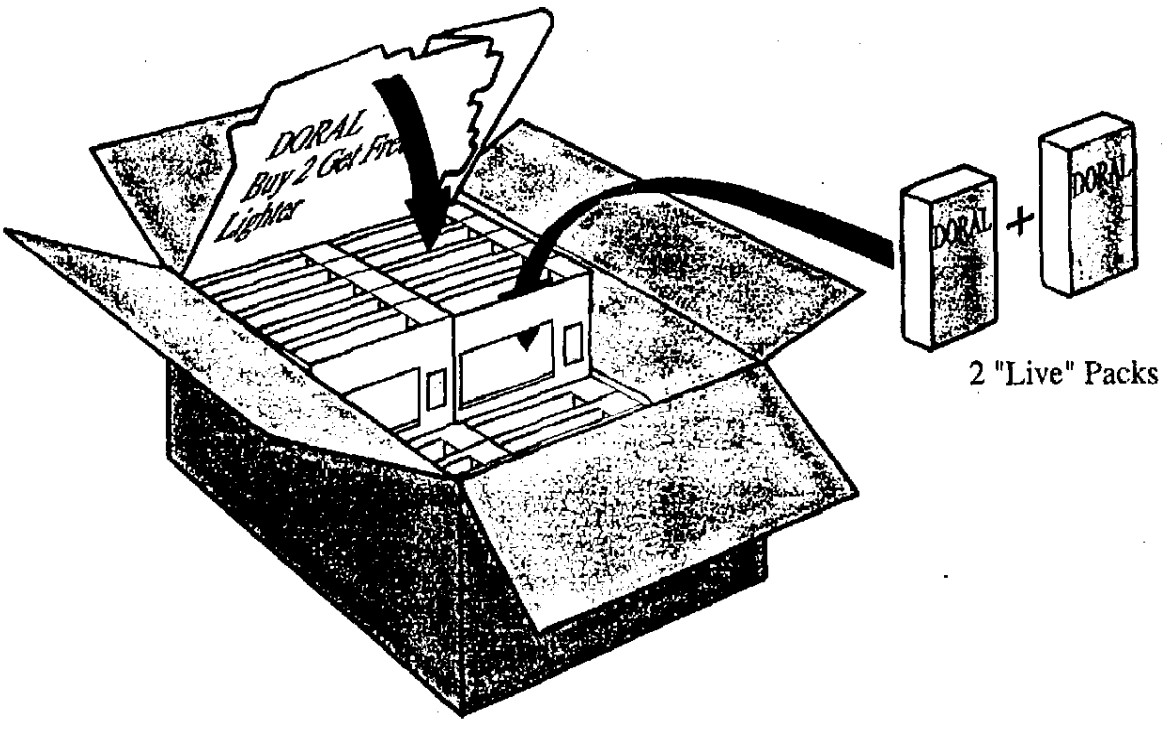
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 2ND QTR.'97

April DORAL B2GF Lighter

STEPS

1. Open DORAL B2GF Lighter shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



2 "Live" Packs

Item: # 521573
Description: DORAL B2GF Lighter April Display/POS Kit

Brand Style						
Number of Cartons						

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SISM0351 - M03 Account Scroll 02/27/97 01:25 PM

========== Displayed: 10 of 10 ==========

	Terr	Rte	Acct	CC	Name	Address	City	St	Zip
_	162302	200	561050	A00	MINI CHOPPER	AMHERST & IROQUIS ST	LAKE GEORG	NY	12845
_	162302	065	767092	A00	MINI CHOPPER	127 RIDGE ST	GLENS FALL	NY	12801
_	162302	155	767583	A00	MINI CHOPPER	538 AVIATION RD	QUEENSBURY	NY	12804
_	162303	273	175613	A00	MINI CHOPPER	821 NEW SCOTLAND AVE	ALBANY	NY	12208
_	162303	485	175765	A00	MINI CHOPPER	2248 BROADWAY	SCHENECTAD	NY	12306
_	162303	250	767243	A00	MINI CHOPPER	1810 VAN VRANKEN AVE	SCHENECTAD	NY	12308
_	162303	999	767268	A00	EASTERN PARKW	838 MCCLELLAN ST	SCHENECTAD	NY	12304
_	162304	375	176471	A00	MINI CHOPPER	CHURCH ST & RAILROAD	SARATOGA S	NY	12866
_	162304	061	176702	A00	MINI CHOPPER	91 N MAIN ST	MECHANICVI	NY	12118
_	162306	241	619795	A00	MINI CHOPPER	53 MAIN ST	CHATHAM	NY	12037

NOTE: 'X' Accts to View Detail, 'A' in Top Acct to view all Selected Accts

Command: _____ Next Function<?>: ___

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Menu Help Main Print Dload Zoom Top Contr Left Lgoff

Skip 2 Displays to each location (20 Displays)

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WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 700050 70400 DORAL APR LTR
TEMPLATE SEQ : 0004
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162303	162234	177257	FRANKS MARKET	261 W FULTON ST	GLOVERSVILLE	NY	12078	4				(518)725-7422
162302	162320	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FA	NY	12803	2				(518)745-8702
162302	162320	722178	THE STORE	139 MAIN ST	WARRENSBURG	NY	12885	3				(518)623-3745
162302	162320	710270	JOEY'S PLACE	112 CHAMPLAIN AVE	TICONDEROGA	NY	12883	1				(518)585-6680
162303	162321	176593	FULLERS CORNER STOR	RR 1 BOX 547	NORTHVILLE	NY	12134	1				(518)863-4190
162303		527957	QIK PIK	2996 GUILDERLAND	SCHENECTADY	NY	12306	1				(518)355-3142
162303	162324	619887	BONFARE FN FD 51053	2009 BROADWAY	SCHENECTADY	NY	12306	1				(518)381-6136
162305		658933	KNOX COUNTRY STORE	RT 156	KNOX	NY	12107	1				(518)872-1776
162303		707764	CROSSGATE SUNOCO	1611 WESTERN AVE	ALBANY	NY	12203	1				
162305		175575	DELMAR BEVERAGE CTR	242 DELAWARE AVE	DELMAR	NY	12054	1				(518)439-7275
162305	162326	241413	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY	12193	1				(518)797-3403
162305	162326	693697	GUJAR PETROLEUM	336 E CHESTER ST	KINGSTON	NY	12401	1				(914)331-7286
162306	162327	685842	CORNER STORE	RT. 209	STONE RIDGE	NY	12484	1				(914)687-9141
162302		177091	CORNER MARKET	TROUT LAKE ROAD	BOLTON LANDING	NY	12814	1				(518)644-2516
162303	162324	027186	SAS SINGH AUTO SERV	2470 ALBANY ST	SCHENECTADY	NY	12304	1				(518)393-3737
162303	162323	175544	CHAZANS PHARMACY	31 NEW SCOTLAND A	ALBANY	NY	12208	1				(518)462-0612
162303		177329	VIOLYN SERV STATION	ROUTE 30	PERTH	NY	12010	1				(518)843-1349
162303		505907	THE COUNTRY STORE	930 S SHORE RD	NORTHVILLE	NY	12134	1				(518)863-2110
162303	162324	579941	COUNTRY CUPBOARD	RT 5 SOUTH	PATTERSONVILLE	NY	12137	1				(518)887-9812
162303	162324	586076	TIMAR'S ENTERPRISES	437 SARATOGA RD	SCOTIA	NY	12302	1				(518)399-8773
162303	162234	589558	BUHRMASTER INC.	204 N PERRY ST	JOHNSTOWN	NY	12095	2				(518)762-4617
162304	162321	410914	SCHAGHTICOKE CARWAS	MAIN STREET	SCHAGHTICOKE	NY	12154	2				(518)753-4072
162304	162322	624483	U.S. FOOD MART	118 GARNER STREET	COHOES	NY	12047	2				(518)237-0530
162305		022576	SETTLER'S STORE	2185 HELDERBERGTR	BERNE	NY	12023	1				(518)872-2477
162305	162323	597540	A1 SUPPLIES	123 CENTRAL AVE	ALBANY	NY	12206	4				(518)434-6165
162305	162323	660703	DELAWARE & ELM MOBI	594 DELAWARE AVE	DELMAR	NY	12054	2				(518)439-3682
162308	162328	444732	MALWA CORPORATION	266 STATE ROUTE 5	LAGRANGEVILLE	NY	12540	2			943266	(914)452-3060
162303	162324	626474	HOLMES & KUGLER	127 ERIE BLVD	SCHENECTADY	NY	12308	1				(518)382-1491
162304	162321	176552	DICK & JERRY'S	ROUTE 29 & ROUTE	GALWAY	NY	12074	2				(518)882-9394
162304	162321	176553	VASELS STATION	ROUTE 29 RD 1	GALWAY	NY	12074	4				(518)882-9414
162304	162322	658803	SAVEMORE DISCOUNT B	1512 ROUTE 9	CLIFTON PARK	NY	12065	3				(518)371-2520
162304	162321	689443	MALTA CORNER	MINI MART	BALLSTON SPA	NY	12020	3				(518)899-3306
162303	162324	767356	FIVE CORNER ATLANTI	378 MARIAVILLE RD	SCHENECTADY	NY	12306	4				(518)356-2169
162304	162324	705684	NISKAYUNA MOBIL	1502 BALLTOWN RD	NISKAYUNA	NY	12309	4				(518)377-3880
162304	162321	724732	GETTY MART #58704	253 MILTON & PROS	BALLSTON SPA	NY	12020	3				(518)884-9533
162305	162323	712601	ALBANY SUPER STORE	354 S PEARL ST	ALBANY	NY	12202	1				(518)426-2314
162305	162326	721873	AIS PETROLEUM	585 BROADWAY	KINGSTON	NY	12401	1				(914)331-3099
162305		729858	US MOBIL MART	788 HELDERBERG TR	EAST BERNE	NY	12059	1				(518)872-1989
162306		705374	M&S MART, INC.	6337 RT. 209 & 42	KERHONKSON	NY	12446	4				(914)626-0623
162306	162326	178609	UNITED SMOKESHOP	2 E MARKET ST	RHINEBECK	NY	12572	1				(914)876-7185
162306		742348	ZEE PETROLINE, INC.	123 SOUTH HUDSON	CHATHAM	NY	12037	2			969626	(518)392-7195
162302	162320	737866	HUDSON MART	346 MAIN ST	HUDSON FALLS	NY	12839	1				(518)747-0100

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WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 700050 70400 DORAL APR LTR
TEMPLATE SEQ : 0004
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162302	162320	766818	LUZERNE MARKET	MAIN STREET	LAKE LUZERNE	NY	12846	1				(518)696-4234
162303	162324	767617	TIFFANNY'S CNTRY MK	8413 WESTERN TPKE	DELANSON	NY	12053	1				(518)895-8328
162304	162322	330697	TOPEDA, INC.	DBA WATSON'S GROC	COHOES	NY	12047	4				(518)237-4212
162305	162323	362019	LARK ST NEWS & GROC	252 LARK ST	ALBANY	NY	12210	1				(518)465-5800
162203	162228	269986	SUNOCO 7471	N MAIN & SECOND	ELMIRA	NY	14901	2		0362-0202		(607)732-9710
162203	162228	515814	SUNOCO #7473	48 DENISON PARKWA	CORNING	NY	14830	1		0362-0202		(607)936-9713
162203	162228	691794	SUNOCO #7475	501 E WATER ST	ELMIRA	NY	14901	2		0362-0202		(607)734-9060
162205	162230	762043	KELLY MOBIL	631 S GEDDES ST	SYRACUSE	NY	13204	2				(315)471-4397
162206	162234	363861	FT PLAIN NEWS	58 MAIN ST	FORT PLAIN	NY	13339	5				(518)993-4988
162206	162234	597204	DOLGEVILLE NEWS	6 SO MAIN ST	DOLGEVILLE	NY	13329	3			959775	(315)429-8487
162206	162234	762374	TOWNE CRIER	148 N MAIN ST	HERKIMER	NY	13350	2			962225	(315)866-3087
162210	162227	643758	GUJAR PETROLEUM	RT 209	ELLENVILLE	NY	12428	3				(914)647-5801
162302		130731	KING FOODS	BAY & QUAKER ROAD	GLENS FALLS	NY	12801	1		2682-0000		(518)792-8201
162302	162320	177013	CHESTER MARKET	RIVERSIDE DRIVE	CHESTERTOWN	NY	12817	3			906164	(518)494-3013
162302	162320	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	12885	5				(518)623-3592
162302	162320	362026	BAILEY DELI & BAKER	43 CANADA ST	LAKE GEORGE	NY	12845	1			986356	(518)668-4730
162303	162322	130267	REID HILL MOBIL	165 CHURCH ST	AMSTERDAM	NY	12010	1				(518)842-4721
162303	162324	240242	HOLMES & KUGLER	717 NOTT ST	SCHENECTADY	NY	12308	2				(518)382-8477
162303	162234	287798	PHILBROOKS MARKET	27 MAIN STREET	FULTONVILLE	NY	12072	3				(518)853-4722
162303		343317	KING FOODS 8605	1600 WESTERN AVE	ALBANY	NY	12203	1		2682-0000		(518)456-6388
162303	162234	440243	CONVENIENT CORNERII	5 COMERIE AVENUE	JOHNSTOWN	NY	12095	2		3643-0000		(518)762-7353
162303	162324	528013	ALBANY BEVERAGE	3899 CARMEN RD	SCHENECTADY	NY	12303	1				(518)355-4370
162303	162324	542554	A-PLUS #60009F	1221 WESTERN AVE	ALBANY	NY	12203	1		0362-0102		(518)489-1746
162303	162321	546784	CONVENIENT CORNER I	ROUTE 30	BROADALBIN	NY	12025	2		3643-0000		(518)883-3595
162303	162324	565311	UPTOWN BEVERAGE	1866 ALTAMONT AVE	SCHENECTADY	NY	12303	1				(518)355-2305
162303	162324	578453	OZBAY SERVICE CENTE	1605 BROADWAY	SCHENECTADY	NY	12306	1				(518)374-8867
162303	162324	704359	CARMEN GETTY	3300 CARMEN RD	SCHENECTADY	NY	12303	1				(518)355-8760
162303	162321	767809	NORTHVILLE ROBIN SE	MAIN & BRIDGE	NORTHVILLE	NY	12134	2		3643-0000		(518)863-8901
162304	162321	175519	BONFARE FN FD	2 SOUTH ST	BALLSTON SPA	NY	12020	3				(518)885-4443
162303	162234	642209	ERICA'S	82 WEST EIGHT AVE	GLOVERSVILLE	NY	12078	4				(518)725-9153
162304	162321	484757	WEVER MOBIL MART	75 HUDSON AVENUE	STILLWATER	NY	12170	2				(518)664-4121
162305	162326	178371	CORNER STORE	PO BOX 6125	KINGSTON	NY	12401	1				(914)679-9436
162306	162323	728378	US MOBIL MART	295 COLUMBIA TPKE	RENSSELAER	NY	12144	2				(518)477-4410
162306	162326	706812	KARAN ENTERPRISES	52 HUDSON AVE	CHATHAM	NY	12037	2				(518)392-5442
162308	162329	701398	GARCHA PETROLEUM CO	127 W MAIN ST	WAPPINGERS FLS	NY	12590	1				(914)297-6880
162305	162323	175699	HOERNING PHARMACY	HOPE PLAZA	COXSACKIE	NY	12192	2				(518)731-2400
162305	162323	176021	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY	12210	1				(518)462-0886
162305		176073	FRED TROMPS NEWSTAN	JUSTICE BUILDING	ALBANY	NY	12224	1				(518)465-1743
162305		385765	ALBANY NEWS & VARIE	396 CENTRAL AVE	ALBANY	NY	12206	1				(518)427-0271
162305		432328	DELMAR CONV EXPRESS	406 KENWOOD AVE	DELMAR	NY	12054	1				(518)439-3936
162305	162323	511554	A&A EXTRA MART	190 2ND AVE	ALBANY	NY	12202	1			949115	(518)449-7089
162305	162323	658840	N&O CITGO	589 CENTRAL AVE	ALBANY	NY	12206	1				(518)482-2884
162305	162323	700333	QUAIL STREET NEWS	122 QUAIL ST	ALBANY	NY	12206	1				(518)465-8123

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WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 700050 70400 DORAL APR LTR
TEMPLATE SEQ : 0004
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308		740272	COBBLE POND FARMS	ROUTE 82	STANFORDVILLE	NY	12581	1				(914)868-7031
162306		580521	GREENBUSH TAPE&LABE	DBA JIFF E MART	AVERILL PARK	NY	12018	1			931667	(518)674-0145
162306		619956	TABLE TALK THRIFTMK	ROUTE 23B	HUDSON	NY	12534	1				(518)828-5242
162306	162326	714675	MANI PETROLINE	124 FAIRVIEW AVE	HUDSON	NY	12534	1			969634	(518)828-1580
162304	162321	553883	BONFARE FN FD	GEYSER ROAD	BALLSTON SPA	NY	12020	2				(518)885-7519
162304	162322	361644	WEVER MOBIL MART	219 GUIDEBOARD RO	HALFMOON	NY	12188	2			916379	(518)383-9189
162304	162321	701435	BONFARE CONVENIENT	RR 3	BALLSTON SPA	NY	12020	2				(518)899-4498
162304	162322	767857	POWERS BONFARE 5102	389 TROY SCHENECT	LATHAM	NY	12110	2				(518)785-3282
162304		744043	WEVER CAR WASH	ROUTE 29 & 40	GREENWICH	NY	12834	1				(518)692-3196
162304	162321	677775	GEMMETT RAINBOW	3775 LEWIS RD	BALLSTON SPA	NY	12020	2				(518)885-4847
162206	162236	762157	SAKRAN & CESARIO IN	7595 KIRKVILLE RD	EAST SYRACUSE	NY	13057	1			964171	(315)656-7751
162304		176137	LISHAKILL MARKET	214 LISHAKILL RD	SCHENECTADY	NY	12309	1				(518)869-6165
162304	162320	450796	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	NY	12831	2				(518)584-5884
162306		176271	DAVE'S MARKET	ROUTE 43	STEPHENTOWN	NY	12168	1				(518)733-5733
162306	162325	767452	BONFARE FN FD 51031	908 RIVER ST	TROY	NY	12180	1			1031	(518)273-8215
162306	162325	767584	A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY	12180	2			914234	(518)283-4200
162205	162230	699104	POOJA ENTERPRISES	4223 MILTON AVE	SYRACUSE	NY	13219	2			959460	(315)488-7944
162203	162233	177337	MC PHAILS PHARMACY	179 MAIN ST	ONEONTA	NY	13820	2				(607)432-6111
162303	162234	130271	CLYDES STOP N SHOP	WASHINGTON ST &PE	JOHNSTOWN	NY	12095	3				(518)762-2990
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	12306	3				(518)355-0721
162303		130706	GETTY 58716	ELMWOOD&EFULTON	GLOVERSVILLE	NY	12078	1				(518)725-8996
162303		175803	RENATO BAKERY	869 CRANE STREET	SCHENECTADY	NY	12303	1				(518)377-0606
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	12078	1				(518)725-8122
162303		475233	SMITTYS	201 W STATE ST	JOHNSTOWN	NY	12095	1				(518)762-8713
162303	162234	558185	MINI KWIK	207 W FULTON ST	GLOVERSVILLE	NY	12078	5				(518)725-5289
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	12010	5				(518)842-5360
162303		745229	JEN'S CORNER DELI	500 N MARKET ST	JOHNSTOWN	NY	12095	1				(518)762-5367
162303	162322	472795	MINI KWIK	ROUTE 30	AMSTERDAM	NY	12010	3				(518)842-2537
162303	162234	535459	CALS GROCERY	9 S MELCHER ST	JOHNSTOWN	NY	12095	2				(518)762-4421
162303	162321	577317	MARK COLONEY	D/B/A COLONEY SAL	NORTHVILLE	NY	12134	2				(518)863-4363
162303	162324	685831	CITGO GAS STATION	3497 STATE ST	SCHENECTADY	NY	12304	3				(518)382-8055
162303	162234	642210	O'BRIEN VIDEO	60 1/2 ELMWOOD DR	GLOVERSVILLE	NY	12078	5				(518)773-8221
162303	162324	669794	MARIANVILLE LAKESID	8865 MARIANVILLE	PATTERSONVILLE	NY	12137	1				(518)864-5496
162303	162234	693380	MARIANNE'S MINI MAR	1008 STATE HIGHWA	GLOVERSVILLE	NY	12078	4				
162303	162234	700524	JOHNSTOWN BEVERAGE	490 N PERRY ST	JOHNSTOWN	NY	12095	4				(518)762-6677
162304	162321	176493	SULLI'S MARKET	18-20 BROADWAY	SCHUYLERVILLE	NY	12871	3				(518)695-3471
162203	162228	764325	SUNOCO 7474	1123 S MAIN ST	HORSEHEADS	NY	14845	1	NYS	0362-0202		(607)739-3715

PAGE BREAK TOTAL ACCOUNTS 122 TOTAL QUANTITY 231

TEMPLATE TOTAL ACCOUNTS 122 TOTAL QUANTITY 231

+ 20 Mini Chopper
251

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404 SMS404UO SALES MATERIALS SYSTEM 02/27/97 14:02

(ORDERS) ORDER INQUIRY FOR: 7057-0729 NO COMMENTS FN

ORDER STATUS: FUTURE ENTRY DATE/TIME: 97/02/26 16:48

ORDER FROM: 16XXXX SHIP TO: 1623XX / 194040 (716)634-9232

FINKLE DIST INC

ROUTE 30

MAYFIELD NY 12117

ORDER TOTAL	TOTAL QTY	AVAILABLE QTY	BO QTY	SHIPPED QTY
CASES...:	251	251		
WEIGHT..:	1051.6900	1051.6900		
SIZE....:	288.3990	288.3990		
EST COST:	5583.05	5583.05		

(ITEMS 1 - 1 OF 1 SHOWN)

ITEM	ORDER QTY	BO QTY	BO HELD	DESCRIPTION	DATE	STATUS
521573	251			DORAL B2GF LIGHTER-APRIL	U 970226	FUTURE

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help SpHdl Retrn Item- Item+ Comm <--- ---> Main

Includes 2 Displays each for 10 Min. Loppers

51862 3966

Source: https://www.industrydocuments.ucsf.edu/docs/klym0000